

Partnering with Newberg for Our Sustainable Future

Reducing waste. Protecting the environment.
Demonstrating community partnership.

THINK GREEN.®

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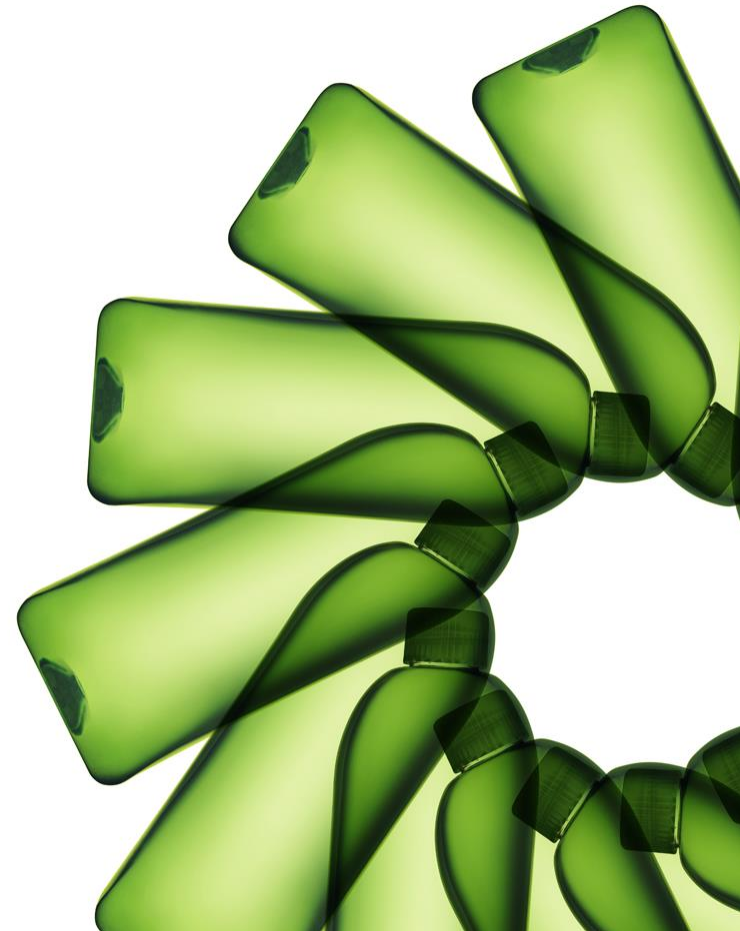
Dean Kampfer
Municipal Marketing Manager

Mike Jefferies
Director of Pricing



Tonight's discussion

- Newberg Services & Operations Report
- 2020 Detailed Cost Report
- Rate Comparison
- WM Request and Questions



WM Operations



The Newberg District services:

- City of Newberg (70%)
- City of Dundee (10%)
- Yamhill County (20%)



The operation consists of 21 family wage jobs;

- 11 Drivers
- 6 Transfer Station employees
- 4 General support

Services for the City of Newberg

Residential Services-6,379 Customers (6,230 in 2019)

- Garbage - weekly various sizes (volume-based rates)
- Recycling - every-other-week collection, roll cart provided by WM
- Yard Debris - every-other-week collection, roll cart provided by WM
- Glass Recycling - 3,231 customers currently in the program, roll cart provided by WM

Commercial Services-533 Customers (544 in 2019)

- Collection Frequency to meet the customers need for Garbage and Recycling with containers provided by Waste Management

Industrial Services-2,036 Hauls (2,177 in 2019)

- Drop Box services for industrial customers and temporary boxes for construction and residential projects

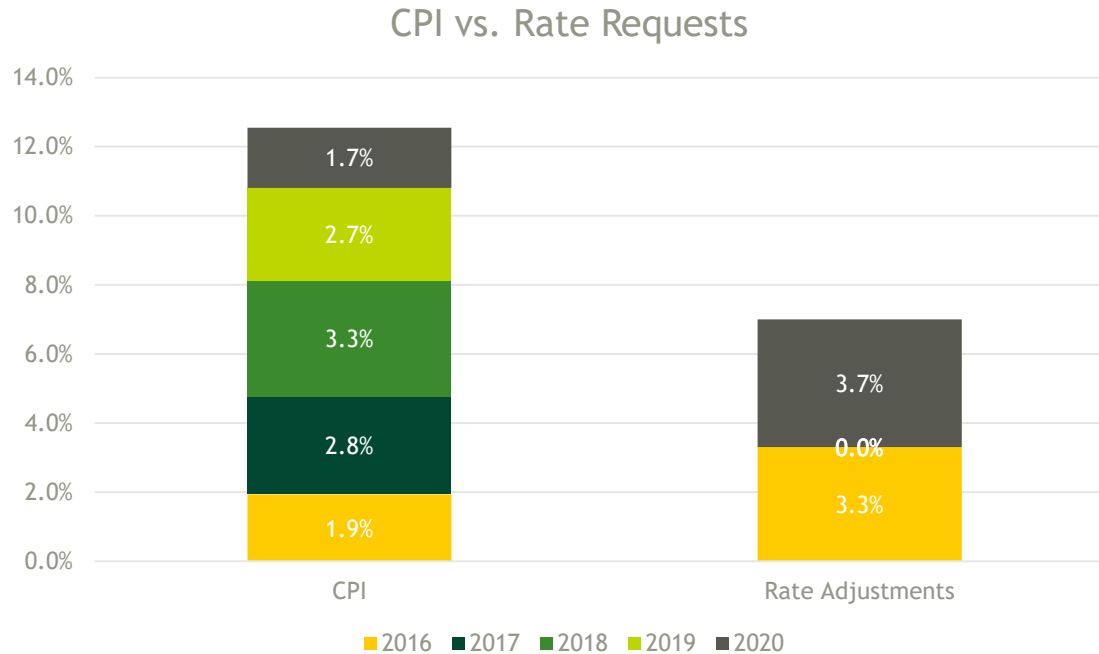
2020 Detailed Cost Report

	2019	2020	Forecasted 2021	Required Revenue	2021 w/ Rate Increase
Commercial	\$1,239,309	\$1,301,450	\$1,301,450	\$48,154	\$1,349,604
Residential	\$1,999,459	\$2,057,123	\$2,057,123	\$76,114	\$2,133,237
Roll Off	\$886,966	\$740,539	\$740,539	\$27,400	\$767,939
Other	\$11,094	\$2,057	\$2,057	\$76	\$2,133
Total Revenue	\$4,136,828	\$4,101,169	\$4,101,169	\$151,743	\$4,252,912
Disposal Cost	\$1,434,248	\$1,572,394	\$1,572,394	\$0	\$1,572,394
Labor Cost	\$779,502	\$780,187	\$793,771	\$0	\$793,771
Operational	\$885,596	\$893,406	\$902,635	\$0	\$902,635
G&A	\$463,267	\$550,505	\$559,282	\$0	\$559,282
Total Expenses	\$3,562,613	\$3,796,492	\$3,827,812		\$3,827,812
Operating Income	\$574,215	\$304,677	\$273,087		\$425,101
Operating Margin	13.9%	7.4%	6.7%		10.0%

• Rate Adjustment Request

- To achieve a 10% return on revenue, a 3.7% increase to rates

CPI since 2016



- **Inflation**

- We used CPI of 1.74% which at the time of submission, was the most recent CPI figure at the time
- Cumulative impact of CPI since 2016 is 12.5%
- Our last rate adjustment was in July 2016 for 3.3%
- Current inflation is closer to 5%

Rate Comparison - City of Newberg

Service Description:	City of Newberg	City of Newberg Proposed	McMinnville	Yamhill County Urban	Carlton	City of Dundee
32 gallon cart weekly	\$21.50	\$22.30	\$27.20	\$22.82	\$22.25	\$21.30
90 gallon cart weekly	\$29.05	\$30.12	\$45.35	\$32.94	\$37.05	\$30.16
2 Yard Cont. 1x/week	\$153.19	\$158.86	\$288.18	\$165.73	\$246.27	\$175.86
Services Included:						
Mixed Recy.	Y	Y	Y	Y	Y	Y
Yard Debris	Y	Y	Y	Y	Y	Y
Glass	Sub	Sub	Y	Sub	Y	N
Glass Rates:						
Greater than 50%	\$3.64	\$3.77	N/A	\$4.30	N/A	\$3.77
Less than 50%	\$5.22	\$5.41	N/A	\$6.15	N/A	\$5.41

Waste Management's Request

- We request City Council to approve our 3.7% rate adjustment effective December 1, 2021.

Questions